

September 19, 1996

TO: All ROM'S (Please disseminate to all appropriate Fields Sales personnel.)

SUBJECT: 1996 Wholesale PARTNERS (2nd Half) -  
Recalculated Base SOM Objectives

The following report replaces the Base SOM Calculation Report by Region you were faxed on September 17, 1996. Some accounts were reported with Salem changes even though the account was not a Salem account. This new report only reflects Salem accounts that were affected with Base SOM changes. Accounts that only had Salem changes will not be reported unless the account is a Salem account. We apologized for the confusion.

Should you have any questions, please contact Julie Huneycutt at extension 7754.

Rick Ford

cc: J. Huneycutt

attachment

51859 7490

MW510B9

RJRT ACCOUNT INFORMATION MANAGEMENT  
PARTNERS 96 (JUL - DEC)  
BASE SOM CALC for Region 16 BUFFALO REGIONPAGE:  
09/19/96 11:49:42

SHIP ACCT	Name	City/State	* CAMEL Old New	* * DORAL Old New	* FULL PRICE Old New	* SALEM Old New	* *** RJR Old New	** SAVINGS Old New
091800	CAPITAL CANDY CO., INC.	BARRE, VT		1.4 1.6			15.6 15.7	8.7 9.3

13:04 No.008 P.02  
SEP 19'96

ID:9107414308

RJ REYNOLDS

**RJR**  
**Reynolds**  
Tobacco Company

Fax # 518 581-9001

TO: Rich Tanchuk

FROM: C. R. Macdonald

DATE: 9.23.96

RE: As information

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IF YOU DO NOT RECEIVE ALL PAGES OF THIS FAX,  
PLEASE CONTACT (716)634-3143. THANK YOU

51859 7492

## MESSAGE CONFIRMATION

DATE:09/23/96 TIME:10:36

ID:BFLO RJR

DATE	TIME	TX-TIME	DISTANT STATION ID	MODE	PAGES	RESULT
09/23	10:35	00'55"	5185819001	G3-S	003	OK

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